

Message Text

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ACTION NEA-16

INFO OCT-01 ISO-00 EB-11 COME-00 SS-20 NSC-07 HEW-08 L-03

CIAE-00 INR-11 NSAE-00 RSC-01 DRC-01 /079 W

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P 170705Z JUL 74

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC PRIORITY 7803

C O N F I D E N T I A L CAIRO 5241

E.O. 11652: GDS

TAGS: EAID EG

SUBJ: WAFAL AMAL PROJECT

REF: STATE 149592

1. EDWARD YODER, WESTINGHOUSE REP AND HUGO GARIN, AMIPEX, INC., CALLED ON EMBASSY TO PROVIDE LATEST DEVELOPMENTS. GARIN TOLD US HE IS READY TO PURCHASE EQUIPMENT TO MEET OPENING DEADLINE FOR CENTER ON OCTOBER 6. HOWEVER, THERE WOULD HAVE TO BE SOME SUBSTITUTION OF ITEMS(WITH LATER REPLACEMENT) AND GOOD DEAL OF COSMETIC ACTIVITY TO FILL IN THE GAPS.

2. YODER SAID THAT HIS COLLEAGUE ERIC JOHNSON HAS NOW DEPARTED FOR THE UNITED STATES. LATTER EXPECTED TO FIND HIMSELF IN CONSIDERABLE DIFFICULTY WITH HIS HOME OFFICE AS A CONSEQUENCE OF THE HANDLING OF THIS AFFAIR. YODER INDICATES THAT DESPITE STRONG STATEMENT WHICH WESTINGHOUSE VP GAVE DEPARTMENT (REFTEL), HE HAS RECEIVED NO GO AHEAD TO DO ANYTHING OTHER THAN TO ENLIST SERVICES OF GARIN IN PROJECT. GARIN WOULD SERVE AS PURCHASING AGENT IN WESTINGHOUSE WOULD DIVEST ITSELF OF THIS RESPONSIBILITY. SAID MATTER OF TRANSPORTATION OF EQUIPMENT WOULD BE UP TO WAFAL AMAL SOCIETY.

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3. GARIN SAID THAT HE WILL NOT MOVE ON PROJECT AT
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ALL UNTIL HE
HAS ASSURANCES THAT AIR FREIGHT
WILL BE PAID. WITHOUT THIS ANY LETTER OF CREDIT
FROM HOSNI TO COVER PURCHASES IS WORTHLESS SINCE
HE WILL NOT BE ABLE TO MEET DELIVERY. GARIN,
IN ADDITION, INDICATES THAT PRESSING BUSINESS
COMMITMENTS REQUIRES THAT HE DEPART CAIRO SOONEST
AND THAT ANSWER ON THIS MATTER MUST BE FORTHCOMING
IN THE NEXT 24 HOURS. EMBOFF POINTED OUT THAT
MOVE NOW TO ASK THE SOCIETY TO BEAR ADDITIONAL COSTS
OF AIR FREIGHT WOULD AGAIN DISPLEASE MADAME SADAT.
CRUX OF PROBLEM NOW APPEARS TO BE TO DETERMINE WHAT
ADDITIONAL COST OF AIR FRIEGH WOULD BE OVER
ORIGIANL SEA FREIGHT AND TO ASCERTAIN WHETHER
WESTINGHOUSE WOULD BE WILLING TO FOOT THE BILL FOR
THE ADDITONAL EXPENSE.

4. IN THE MEANTIME, ASSURANCES FROM WESTINGHOUSE
VP (WHO WE HAVE SINCE LEARNED IS NOT OFFICIAL
REPRESENTING TOP LEVAL OF COMPANY BUT OF
HEALTH SYSTEMS DIVISION ONLY) HAS BEEN RELAYED TO
MADAME SADAT, WHO WAS MOST PLEASED, RELIEVED AND
GRATEFUL. WHAT IS NEEDED NOW, NAD PROMPTLY, IS TO
BRING THIS MATTER TO THE ATTENTNON OF WESTINGHOUSE
AT THE TOP LEVEL SINCE THE BROAD INTERESTS OF THE
COMPANY, NOT THAT OF JUST ONE DIVISION, APPEAR TO BE
INVOLVED, AND TO SECURE A DEFINITIVE STATEMENT THAT
THE FIRM IS READY TO WORK WITH GARIN AND COVER THE
ADDITIONAL COSTS FOR AIR FREIGHT GROWING OUT OF THE
POOR HANDLING OF THIS SITUATION BY COMPANY
REPRESENTATATIVES.

5. GARIN IS CHECKING WITH AIRLINES TODAY CONCERNING

COSTS AND WILL PROVIDE AN ESTIMATE OF DIFFERENCE
BETWEEN AIR AND SEA FREIGHT RATES.
EILTS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, EQUIPMENT, MEDICAL FACILITIES, VOLUNTARY AGENCIES, SOCIAL SERVICES
Control Number: n/a
Copy: SINGLE
Draft Date: 17 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974CAIRO05241
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740191-0583
From: CAIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740743/aaaabkfk.tel
Line Count: 99
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: STATE 149592
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 14 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14-Aug-2002 by shawdg>; APPROVED <26 MAR 2003 by ShawDG>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: WAFAL AMAL PROJECT
TAGS: EAID, EG, WESTINGHOUSE, (YODER, EDWARD)
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005